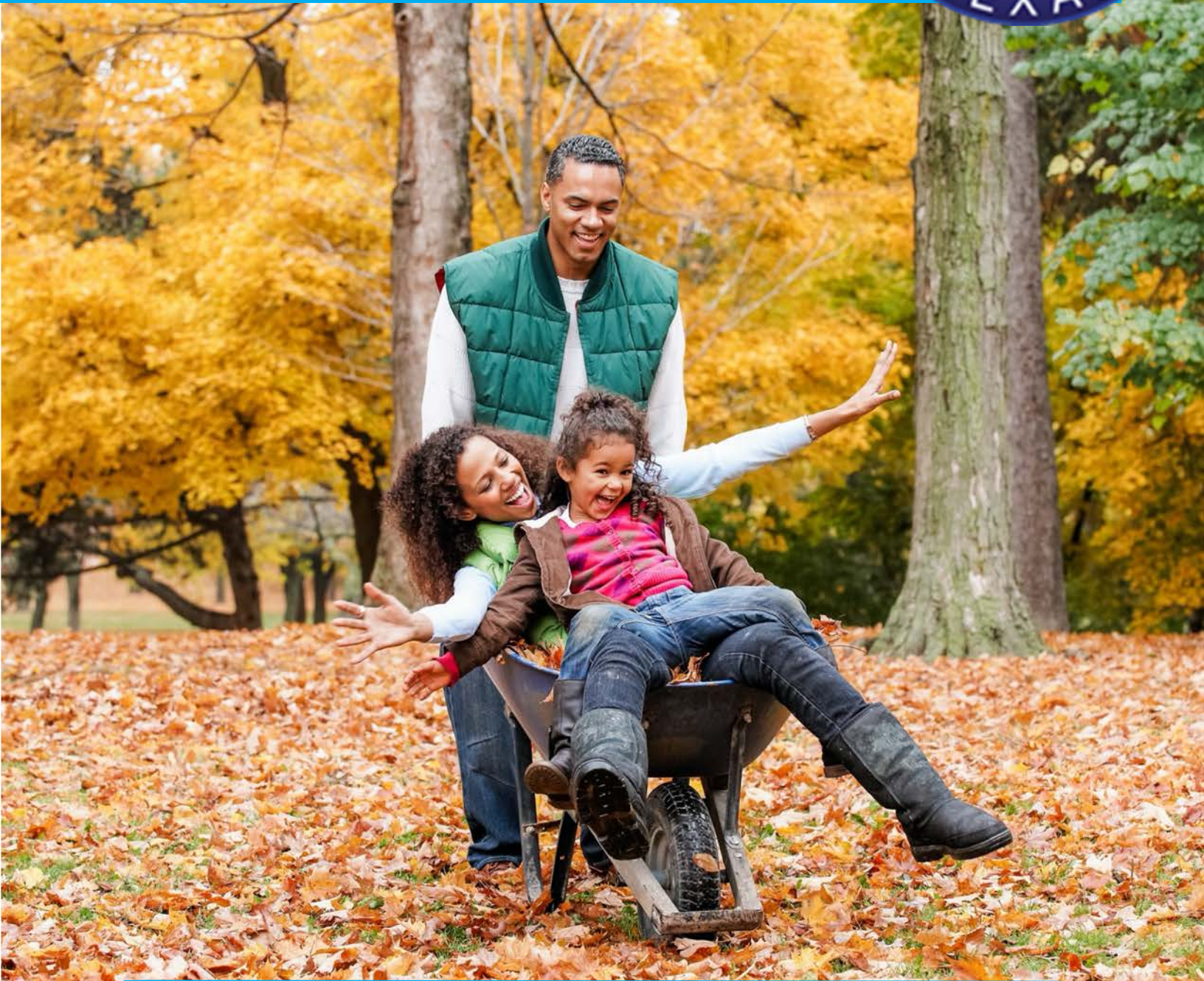


HCCSD presents HOMEBUYERS RESOURCE GUIDE



THINGS TO CONSIDER WHEN
BUYING A HOME

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Buying a Home This Fall

The recovery of the 2020 housing market has been nothing short of remarkable, and many experts agree. The turnaround from the nation's economic pause earlier this spring is playing out extremely well for housing. It's framing up to be an ideal time to buy a home for those who are ready to make a purchase this fall. Here's a dive into some of the biggest wins for homebuyers this season.

1. Low Mortgage Rates

Earlier this year, mortgage rates hit an all-time low, falling **below 3% for the first time ever**. Continued low rates have set buyers up for significant long-term savings, and they're making homes more affordable than they have been in years. *Realtor.com* agrees, noting, *"Given this means homes could cost potentially tens of thousands less over the lifetime of the loan."*

Essentially, it's less expensive to borrow money today, so even as home prices rise, low rates are offsetting the long-term costs associated with a mortgage. This is a huge savings for buyers to capitalize on right now.

2. Buying Is More Affordable Than Renting

According to the *National Association of Realtors* (NAR), low mortgage rates have also made the typical mortgage payment less expensive on a monthly basis than the average rent:

*"The major factor is, arguably, **low mortgage rates**...With rates so low that are locked in under a 30-year mortgage, **the typical mortgage payment, estimated at \$1,036, has fallen below the median rent, at \$1,045**. For potential home buyers who were thinking of purchasing a home anyway before the pandemic outbreak and who are likely to remain employed, the low mortgage rate may be the clincher."*

When paying a mortgage, as opposed to paying rent, that money is reinvested back in your favor as a homeowner. So, instead of contributing to your landlord's savings, you're contributing to your family's own net worth. This is a term called equity, and it is one of the biggest financial benefits of owning a home.

3. Equity Is Growing

According to *John Burns Consulting*, **58.7% of homes in the U.S. have at least 60% equity**, and **42.1% of all homes in this country are mortgage-free**, meaning they're owned free and clear. In addition, *CoreLogic* notes the average equity mortgaged homes have today is **\$177,000**. That's a tremendous amount of forced savings for homeowners in the current market.

With this much equity in place for the average homeowner, the chance of the market seeing a rush of foreclosures is not likely. Homeowners today have many options to avoid foreclosure, such as selling their homes and leveraging that equity to stay afloat.

As a buyer, you can rest assured that your homeownership investment is a sound one, and foreclosures are not expected to dominate the market as they did when the housing bubble burst over 10 years ago.

4. Home Price Appreciation

According to leading experts, home prices are forecasted to continue appreciating. Knowing that home values are rising should help you feel confident that buying a home this year is a strong long-term investment for you and your family.

If you're concerned about making such a large purchase, keep in mind that today's low mortgage rates help offset rising prices for buyers. As Ali Wolf, *Chief Economist at Meyers Research* notes:

"Even as prices go up, the price gains are offset by the continued drop in mortgage rates."

5. Changing Homebuyer Needs

Chances are, you've recently spent a lot of time at home. With stay-at-home orders in full effect earlier this year, you likely had more time than ever to get familiar with your current space. Whether you're renting now or looking for a move-up home, you've probably identified a laundry list of things you'd like to change about your current home.

If so, you're not alone. There are endless reasons why people are moving this year. Across the country, features like home offices, gyms, and more indoor and outdoor space are much more desirable features. Maybe you also have children at home who need a space to focus on virtual schooling. **What's on your wish list?**

Bottom Line

If you're considering buying a home, this may be your year, especially while mortgage rates are historically low. Let's connect to assess your changing needs and set you up for success in the homebuying process.



Expert Forecast on the Rest of This Year

Some of the biggest questions on everyone's minds these days are: *When will the economy recover, and what's the outlook for the housing market?*

Based on recent data on the economy, unemployment, real estate, and more, many economists are indicating that an economic recovery is slowly taking place, but the extent of the recovery is largely dependent on the course of the virus over time. Here's a look at what some experts have to say about key areas that will power the housing market and the economy forward this year.

Bill Banfield, Executive Vice President of Capital Markets, Quicken Loans:

"No matter what you're looking for, this is a great time to buy since the current low interest rates can stretch your spending power... With interest rates in the two's available, a buyer can afford much more home than they could have just a few years ago."

National Association of Realtors (NAR):

"Homebuying demand is strong, which means that the rebound in sales as a result from the end of shelter in place measures is likely to be sustained in the coming months."

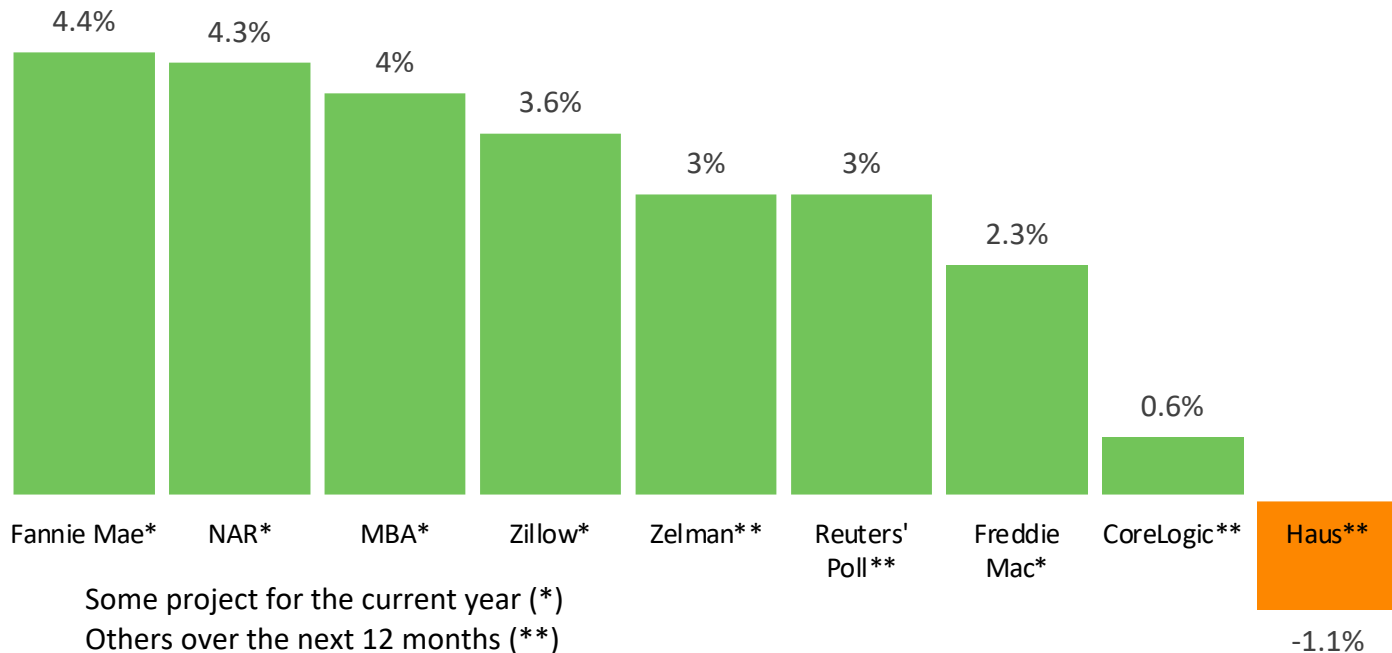
Danielle Hale, Chief Economist, realtor.com:

"The good news for potential buyers is: Competitive conditions should help bring more sellers to the housing market, so they have options to choose from."

George Ratiu, *Senior Economist, realtor.com:*

“With the supply of homes expected to lag demand, prices will likely remain on an upward trajectory for the remainder of 2020.”

Large Range of Projections on Future Home Prices



Bottom Line

The experts are optimistic about the rest of the year. If you pressed pause on your 2020 real estate plans, let's connect today to determine how you can re-engage in the process.

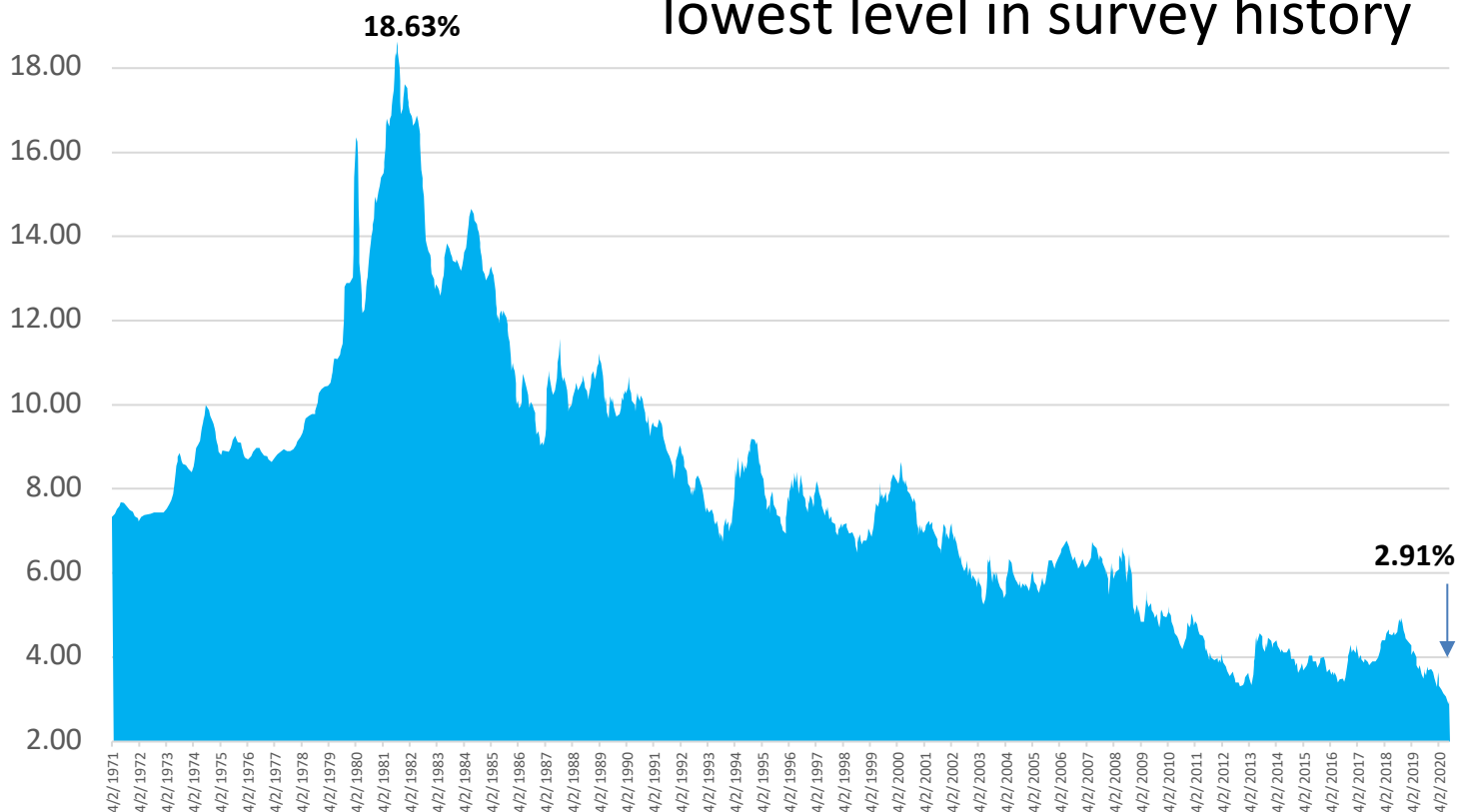




Why Mortgage Rates Are Driving Affordability

Freddie Mac has recently reported the average 30-year fixed mortgage rate dropping to record lows, reaching the lowest point in the history of the survey, which dates back to 1971 (See graph below):

30-Year fixed mortgage rate reaches lowest level in survey history



What does this mean for buyers?

This is huge for homebuyers. Those currently taking advantage of the increasing affordability that comes with historically low interest rates are winning big.

According to *Mortgage News Daily*:

*“Those shopping for a home can afford 10 percent more home than they could have one year ago while keeping their monthly payment unchanged. This translates into nearly **\$32,000 more buying power.**”*

As shown in the chart below, the average monthly mortgage payment decreases significantly when rates are as low as they are today.

Mortgage Payment for a **\$300,000 Loan** by Decade

Decade	Average Rate	Mortgage Payment**
1970s	8.86%	\$2,384
1980s	12.7%	\$3,248
1990s	8.12%	\$2,226
2000s	6.29%	\$1,855
2010s	4.09%	\$1,448
TODAY*	3.27%	\$1,309

*Average rate for 2020

**Principal and Interest Payments rounded to the nearest dollar amount

Freddie Mac

A lower monthly payment means savings that can add up significantly over the life of your home loan. It also means you may be able to purchase more home for your money. Maybe that's a bigger home than what you'd be able to afford at a higher rate, an increasingly desirable option considering the amount of time families are spending at home today.

Bottom Line

If you're able to buy a home this year, now may be a great time to lock in a low mortgage rate and make your next move.



How Technology Is Enabling the Real Estate Process

Today's reality is quite different than it looked at the beginning of the year. We're getting used to doing a lot of things virtually, from how we work remotely to how we engage with our friends and neighbors. We're learning how to function in new ways, especially as each local area moves in and out of various phases of business operation and the pandemic carries on.

One of the big changes we're adapting to is how the common real estate transaction is being revised. Technology is making it possible for many to continue the quest for homeownership, an essential need for all, especially through the evolving health crisis.

While all regulations **vary by state and locality**, here's a look at some of the new elements of the process (at least in the near-term), due to the country's revised guidelines and protocols, and what you may need to know about each one if you're thinking of buying a home. Every market is different, so staying in touch about how these protocols continue to change is more important today than ever before.

1. Virtual Consultations: Instead of heading into an office, you can meet with real estate and lending professionals through video chat. We can still work together to get the process started remotely.

2. Home Searches & Virtual Showings: According to the *National Association of Realtors* (NAR), the Internet is one of the three most popular information sources buyers use when searching for homes. Real estate professionals have access to listing information and can help you request a virtual showing when you're ready to start looking. This means you can walk through digital tours of homes on your wish list while keeping you and your family safe.

3. Document Signing: Although this is another area that varies by state, today more portions of the transaction are being done digitally. In many areas, agents and loan officers can set up accounts where you can upload the required documentation and sign electronically right from your home computer.

4. Sending Money: Whether you need to pay for an appraisal or submit closing costs, there are options available. Depending on the transaction and local regulations, you may be able to pay some fees by credit card, and most banks will also allow you to wire funds from your account. Sometimes you can send a check by mail, and in some states, a mobile escrow agent can pick up a check from your home.

5. Closing Process: Again, depending on your area, a mobile notary may be able to bring the required documents to your home before the closing. If your state requires an attorney to be present, check with your legal counsel to see what options are available. Also, depending on the title company, *REALTOR Magazine* indicates some are allowing drive-thru closings, which is like doing a transaction at a bank window.

Although these virtual processes are becoming more widely accepted, it doesn't mean that this is the way business is going to be handled permanently. Under the current circumstances, however, technology is making it possible to continue much of the real estate transaction as we move in and out of the different phases of the country's safety protocols.

Bottom Line

If you're ready to make a move, technology can help make it happen; there are options available. Let's connect to go over the specific options and regulations in our area, so you don't have to put your real estate plans on hold.



Buying a Home: Do You Know the Lingo?

Here's a list of some of the most common terms used in the homebuying process that you'll want to know.

Appraisal – A professional analysis used to estimate the value of a home. *A necessary step in validating a home's worth to you and your lender as you secure financing.*

Closing Costs – The fees required to complete the real estate transaction. Paid at closing, they include points, taxes, title insurance, financing costs, and items that must be prepaid or escrowed. *Ask your lender for a complete list of closing cost items.*

Credit Score – A number ranging from 300-850 that's based on an analysis of your credit history. *Helps lenders determine the likelihood you'll repay future debts.*

Down Payment – Typically 3-20% of the purchase price of the home. Some 0% down programs are also available. *Ask your lender for more information.*

Mortgage Rate – The interest rate you pay to borrow money to buy a home. *The lower the rate, the better.*

Pre-Approval Letter – A letter from a lender indicating you qualify for a mortgage of a specific amount.

Real Estate Professional – An individual who provides services in buying and selling homes. *Real estate professionals are there to help you through the confusing documentation, find your dream home, negotiate any of the details that come up, and let you know exactly what's going on in the housing market.*

The best way to ensure your homebuying process is a confident one is to find a real estate pro who will guide you through every aspect of the transaction with *'the heart of a teacher'* by putting your family's needs first.



You Need an Expert Kind of Guide

In a normal housing market, whether you're buying or selling a home, you need an experienced guide to help you navigate through the process. You need someone you can turn to who will tell you how to price your home correctly right from the start. You need someone who can help you determine what to offer on your dream home without paying too much or offending the seller with a low-ball offer.

We are, however, in anything but a normal market right now. We are amid one of the greatest health crises our nation has ever seen, and the pandemic has had a dramatic impact on the journey consumers take to purchase or sell a home. To successfully navigate the landscape today, you need more than an experienced guide. You need a *'Real Estate Sherpa.'*

According to *Lexico*, a Sherpa is a *"member of a Himalayan people living on the borders of Nepal and Tibet, renowned for their skill in mountaineering."* Sherpas are skilled in leading their parties through the extreme altitudes of the peaks and passes in the region – some of the most treacherous trails in the world. They take pride in their hardiness, expertise, and experience at very high altitudes.

They are much more than just guides. This is much more than a normal real estate market.

Today, the average guide just won't do. You need a Sherpa. You need an expert who understands how COVID-19 is impacting the thoughts and actions of the consumer (virtual showings, proper safety protocols, e-signing documents, etc.). You need someone who can simply and effectively explain the changes in today's process to you and your family. You need an expert who will guarantee you make the right decision, especially in these challenging times.

Bottom Line

Let's connect so you have a *'Real Estate Sherpa'* to make sure your journey is a safe and successful one.



Steps to Take Now If You Want to Buy a Home

If you're thinking about buying a home this year, there are important things you can do right now to keep the process moving forward. From pre-approval for a mortgage to saving for your down payment, you can work confidently toward homeownership today.

1. Learn About the Process and How Much You Can Afford

The process of buying a home is not one to enter lightly. You need to decide on key things like how long you plan on living in an area, school districts you prefer, what kind of commute works for you, and how much you can afford to spend.

Keep in mind, before you start the process to purchase a home, you'll also want to get pre-approved for a mortgage. Lenders will evaluate several factors connected to your financial track record, one of which is your credit history. They'll want to see how well you've been able to minimize past debts, so make sure you've been paying your student loans, credit cards, and car loans on time. According to *ConsumerReports.org*:

"Financial planners recommend limiting the amount you spend on housing to 25 percent of your monthly budget."

Pre-approval will help you better understand how much you can afford so you can confidently make a strong offer and close the deal. Today's low inventory, like we've seen recently and will continue to see, means homebuyers need every advantage they can get. Keep in mind, if you were pre-approved last year or even in early 2020, you may need to go through the process again, as lending standards have evolved throughout recent months.

2. Save For Your Down Payment & Closing Costs

In addition to knowing how much you can afford on a monthly mortgage payment, understanding how much you'll need for a down payment and your closing costs is another critical step.

What Is a Down Payment? According to *Bankrate*:

“A home down payment is simply the part of a home’s purchase price that you pay up front and does not come from a mortgage lender via a loan.”

Thankfully, there are many different down payment assistance resources in the market to potentially reduce the amount you may need to put down on your home purchase.

What Are Closing Costs? *Trulia* says:

“When you close on a home, a number of fees are due. They typically range from 2% to 5% of the total cost of the home, and can include title insurance, origination fees, underwriting fees, document preparation fees, and more.”

If you're concerned about saving for these items, start small and be consistent. A little bit each month goes a long way. Jumpstart your savings by automatically adding a portion of your monthly paycheck into a separate savings account or house fund. *AmericaSaves.org* says:

“Over time, these automatic deposits add up. For example, \$50 a month accumulates to \$600 a year and \$3,000 after five years, plus interest that has compounded.”

Before you know it, you'll have enough in your savings if you're disciplined and thoughtful about your process.

Bottom Line

If homeownership is on your wish list this year, take a look at what you can prioritize to help you get there. Let's connect to determine the steps you should take to start the process today.





Ready to Make an Offer? Four Tips for Success

Once you find the perfect house to call your new home, making an offer can be an intimidating part of the buying process. In such a competitive market, you'll want to make sure you make all the right moves to ultimately land your dream home.

Below are four helpful tips provided by *Freddie Mac* so you can feel more confident about making a competitive offer on your next home.

1. Determine Your Price

"You've found the perfect home and you're ready to buy. Now what? Your real estate agent will be by your side, helping you determine an offer price that is fair."

Based on your agent's experience and key considerations (like similar homes recently sold in the same neighborhood, the condition of the property, and what you can afford), your agent will help you determine an offer to present.

If you've been pre-approved for a mortgage in advance, you'll be that much more prepared for this step. Pre-approval will show home sellers you're serious about buying and will allow you to make your offer with confidence as it relates to your budget, savings, expenses, and more.

2. Submit an Offer

"Once you've determined your price, your agent will draw up an offer, or purchase agreement, to submit to the seller's real estate agent. This offer will include the purchase price and terms and conditions of the purchase."

Talk with your agent to find out ways to make your offer stand out in this competitive market.

3. Negotiate the Offer

“Oftentimes, the seller will counter the offer, typically asking for a higher purchase price or to adjust the closing date. In these cases, the seller’s agent will submit a counteroffer to your agent, detailing their desired changes, at this time, you can either accept the offer or decide if you want to counter.

Each time changes are made through a counteroffer, you or the seller have the option to accept, reject or counter it again. The contract is considered final when both parties sign the written offer.”

If your offer is approved, *Freddie Mac* urges you to “always get an independent home inspection, so you know the true condition of the home.” If the inspector uncovers undisclosed problems or issues, your agent can discuss any potential repairs with the seller’s agent.

4. Act Fast

The inventory of homes listed for sale today remains well below the 6-month supply that constitutes a ‘normal’ market. Buyer demand has continued to outpace the supply of homes for sale, causing buyers to be in competition for their dream homes. Presenting an offer as quickly as possible might make a big difference when you’re ready to move forward.

Don’t be surprised if you find yourself in a bidding war in today’s low inventory environment. Your real estate agent will help guide you through every step of the process, so you don’t have to navigate it alone.

Bottom Line

Whether buying your first home or your fifth, let’s talk about your needs and what you’re looking for to make sure the process goes smoothly.





Things to Avoid After Applying for a Mortgage

Once you've found the right home and applied for a mortgage, there are some key things to keep in mind before you close on your home. You're undoubtedly excited about the opportunity to decorate your new place, but before you make any large purchases, move your money around, or make any major life changes, consult your lender – someone who will be able to tell you how your financial decisions will impact your home loan.

Below is a list of things you **shouldn't do** after applying for a mortgage. They're all important to know – or simply just good reminders – for the process.

- 1. Don't Deposit Cash into Your Bank Accounts.** Lenders need to source your money, and cash is not easily traceable. Before you deposit any amount of cash into your accounts, discuss the proper way to document your transactions with your loan officer.
- 2. Don't Make Any Large Purchases Like a New Car or Furniture for Your New Home.** New debt comes with new monthly obligations. New obligations create new qualifications. People with new debt have higher debt to income ratios. Higher ratios make for riskier loans, and then sometimes qualified borrowers no longer qualify.
- 3. Don't Co-Sign Other Loans for Anyone.** When you co-sign, you're obligated. With that obligation comes higher ratios as well. Even if you swear you won't be the one making the payments, your lender will have to count the payments against you.

4. Don't Change Bank Accounts. Remember, lenders need to source and track your assets. That task is significantly easier when there's consistency among your accounts. Before you transfer any money, speak with your loan officer.

5. Don't Apply for New Credit. It doesn't matter whether it's a new credit card or a new car. When you have your credit report run by organizations in multiple financial channels (mortgage, credit card, auto, etc.), your FICO® score will be impacted. Lower credit scores can determine your interest rate and maybe even your eligibility for approval.

6. Don't Close Any Credit Accounts. Many clients believe that having less available credit makes them less risky and more likely to be approved. Wrong. A major component of your score is your length and depth of credit history (as opposed to just your payment history) and your total usage of credit as a percentage of available credit. Closing accounts has a negative impact on both of those determinants of your score.

Bottom Line

Any blip in income, assets, or credit should be reviewed and executed in a way that ensures your home loan can still be approved. If your job or employment status has changed recently, share that with your lender as well. The best plan is to fully disclose and discuss your intentions with your loan officer before you do anything financial in nature.



Americans Rank Real Estate Best Investment for 7 Years Running!



35%

Real Estate



21%

Stock Market



17%

Savings Account

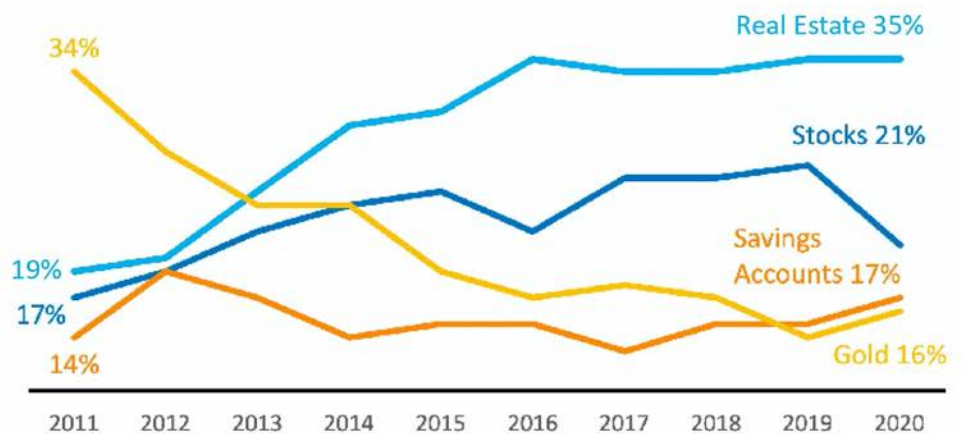


16%

Gold

Real estate has come a long way since 2011, when 34% of Americans favored gold as the best investment.

Of the four listed, real estate is the only investment you can also live in!



Source: Gallup

PROGRAM FACT SHEETS

HARRIS COUNTY SINGLE FAMILY NEW CONSTRUCTION PROGRAM

The Harris County Single Family New Construction Program will sell new homes throughout Harris County to individuals and families at reduced prices. Homes will be located in areas with low crime rates and in close proximity to essential amenities like public transportation, employment opportunities, daycares, pharmacies, grocery stores, and schools.

PROGRAM BENEFITS

- The County will sell new homes to qualified homebuyers at prices significantly below market prices.
- Homebuyers may also be eligible for Down Payment Assistance, including some closing costs, at a minimum to meet the 5% required by lenders.
- The program will ensure households pay no more than 42% of their income towards housing costs and other house-hold debt which including mortgage principal and interest, mortgage insurance, property taxes, homeowners' insurance, and HOA fees.



HOMEOWNER ELIGIBILITY

Homebuyer household income must be at or below 80% of the Area Median Income (AMI) for Harris County as defined by the department of Housing and Urban Development (HUD).

INCOME LIMIT CATEGORY

80% AMI

PERSONS IN HOUSEHOLD

1	\$44,150	5	\$68,100
2	\$50,450	6	\$73,150
3	\$56,750	7	\$78,200
4	\$63,050	8	\$83,250

In addition to the income eligibility requirements a homebuyer must meet the following criteria:

- U.S. citizenship or hold an eligible immigrant status
- Homebuyers must own and live in their home for 5-10 years, depending on the reduction in home price, and maintain appropriate insurance including homeowner insurance and hazard insurance (i.e. flood and/or wind-storm insurance if applicable).
- Eligible applicants must not have existing mortgage they are unable to pay off or have existing liens on a property.
- If applicable, applicants must furnish evidence that property taxes are current, under an approved payment plan, or that there is an exemption under current laws.
- If applicable, applicants must be current on child support payments.



Should you have any questions please email dr-sfnc@csd.hctx.net, call 832-927-8274 or visit <https://harrisrecovery.org/single-family-construction/>

PROGRAM FACT SHEETS



HOME OWNERSHIP MADE EASY (H.O.M.E.) FACT SHEET

The Home Ownership Made Easy (H.O.M.E.) Program is a HUD Neighborhood Stabilization Program (NSP) and is administered by the Harris County Community Services Department (CSD). The program purchases recently foreclosed homes, rehabilitates each then offers the homes for resale at a discounted price, to income eligible buyers.

WHAT ARE THE GOALS OF THE PROGRAM?

- The program creates homeownership opportunities in neighborhoods that were impacted by the mortgage foreclosure crisis in 2008.
- To provide decent, safe, and sanitary housing within Harris County through the acquisition and rehabilitation of *foreclosed* homes
- To help eligible Low-to-Moderate and Middle income households achieve homeownership.

HOW WILL THE COUNTY LOCATE AND PRICE PROPERTIES?

- By partnering with local and national banking institutions with portfolios of Real Estate Owned properties, by utilizing HUD and Fannie Mae/Freddie Mac foreclosure website and by working with the National Community Stabilization Trust (NCST) to acquire foreclosed, vacant and abandoned properties.
- Pricing determination includes reviewing pre-determined zip codes that experienced the most abandoned, vacant and foreclosed properties in Harris County, flood zone information, demographics of the surrounding areas, school districts and crime rates.
- All information gathered is used to determine if the home is economically feasible to be purchased, rehabilitated and sold through the H.O.M.E. Program.

WHAT PROPERTIES ARE ELIGIBLE FOR PURCHASE?

- Property must be located in Harris County and within 76 pre-determined zip codes.
- Single-family detached only.

WHAT PROPERTIES ARE INELIGIBLE FOR PURCHASE?

- Located within the Houston city limits.
- Located in the 100-year floodplain.
- Manufactured or mobile homes, multiplex and condominiums.

WHO DOES THIS PROGRAM HELP?

PROGRAM FACT SHEETS

- Low Income: 25% of funds must benefit households with income of 50% AMI or less.
- Moderate-to-Middle Income: 75% of funds will benefit households with income of 120% AMI or less.

WHAT ARE THE APPLICANT ELIGIBILITY REQUIREMENTS?

- Must have a minimum credit score of 580.
- Must be a United States citizen, or an eligible legal immigrant/resident.
- Property must be the principal residence of the Homebuyer(s).
- Household income cannot exceed 120% AMI.
- Must be able to secure a first mortgage, non-subprime loan from a financial/mortgage institution as the first lien, or from another applicable local/national lender. Must also agree to a 2nd lien Deed of Trust with Harris County CSD as the trustee.
- Must not have owned residential property within the past 3 years.
- Must attend an in-person 8-hour home buying education course and receive a certificate from a HUD approved provider.
- Must be represented by a licensed real estate agent or attorney.
- Current liquid assets (cash) cannot exceed \$25,000.00.
- Debt-to-Income ratio: 39/42

WHAT ARE THE PROGRAM BENEFITS?

The program is made available for eligible homebuyers in the form of a deferred forgivable loan. The loan does not require monthly payments and is forgiven if you reside in the home for a minimum of five (5) years.

Loan assistance may include, but not be limited to:

- Reduction in sales price from the listed price
- Closing Costs, up to 6% of the net listed price
- Owner's Title Policy (OTP)
- 1st year Home Warranty

FOR QUESTIONS OR ADDITIONAL INFORMATION RELATED TO THE H.O.M.E. NEIGHBORHOOD STABILIZATION PROGRAM:

H.O.M.E. Program:

- Call 832-927-4958 or email harriscountyhome@csd.hctx.net
- Go to the H.O.M.E. website <http://hchome.harriscountytexas.gov>

Not everyone who applies will be eligible to participate in the program



HUD-Approved
Housing Counseling
Agencies

HUD APPROVED COUNSELING AGENCIES

AGENCY NAME	STREET ADDRESS	PHONE
Avenue Community Development Corporation	707 Quitman, 77099	713-864-9099
Catholic Charities of Southeast Texas	2780 Eastex Freeway, Beaumont 77703	409-924-4400
Chinese Community Center	9800 Town Park Drive, 77036	713-271-6100
Covenant Community Capital	3300 Lyons Avenue, #203, 77020	832-879-2203
Credit Coalition	3300 Lyons Avenue, 203A, 77020	713-224-8100
Easter Seals of Greater Houston	4500 Bissonnet, #340, Bellaire, TX 77401	713-838-9050
Fifth Ward Community Redevelopment Corporation	4300 Lyons Avenue, #300, 77020	713-674-0175
Houston Area Urban League	5320 Griggs Rd, 77021	713-393-8700
Keystone Community Development Corp.	309 W. X Street, Deer Park TX 77536	281-476-3592
Money Management International (MMI)	Locations throughout Texas	866-232-9080
Neighborhood Assistance Corporation of America (NACA)	6201 Bonhomme Road, Ste 450N	713-706-3400
NID-HCA-Cooksey	4018 Charles Street, 77004	713-987-7003
NID-HCA-Dightman	4018 Charles Street, 77004	713-349-8008
Tejano Center for Community Concerns	2950 Broadway Street, 77017	713-640-3743



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HOUSING DISCRIMINATION

Federal law prohibits housing discrimination based on race, color, national origin, religion, sex, familial status or disability. If you have been trying to buy or rent a house or apartment and you believe your rights have been violated, you can file a fair housing complaint. There are several ways to file a housing discrimination complaint:

You can call toll free: **1-800-669-9777**

You can file a complaint via the Internet using our online form:

<http://www.hud.gov/complaints/housediscrim.cfm>



You can print a form, complete it and drop it off at your local HUD office or mail it to:

Office of Fair Housing and Equal Opportunity
US Department of Housing and Urban Development
451 Seventh Street S.W., Room 5204
Washington, D.C. 20410-2000

OR

You can write a letter to:

Fair Housing Hub
801 N. Cherry St. PO Box 2905
Fort Worth, TX 76113-2905

(Include in the letter - your name & address; the name and address of the person your complaint is about; the address of the house or apartment you are trying to rent or buy; the date of the incident; and a short description of what occurred).

You may also telephone the office above at: 1-800-498-9371 or (817) 978-5900.

MORE ABOUT THE PRESENTERS

English Session: Introduction, Q & A

Patrick Trahan *Harris County CSD*



Patrick Trahan, Public Information Officer for Harris County Community Services, is a 30-year veteran of media and public relations in Houston and the Gulf Coast and an award-winning reporter from KTRH radio. As press secretary for Houston Mayor Bill White, he won praise from emergency officials for his mustering of 500 volunteers in support of evacuees exiting buses in the wake of Hurricane Katrina and his public relations support for Houston in the aftermath. He provided emergency communication to Houston/Harris County citizens during Hurricane Ike. Trahan relishes the opportunity to support creation of quality affordable housing in Harris County.

English Session: The Harris County Housing Market

Shad Bogany *BHGRE Gary Greene*



With more than 35 years of real estate experience, Bogany has served the REALTOR family in many roles over the years. He served as chairman of the Houston Association of REALTORS in 2002 and was that association's REALTOR@ of the Year in 2004. He is passionate about affordable-housing initiatives, which is evident in his history of service to the state association. He has chaired the Texas Association of REALTORS@ Housing Initiatives Committee and was also chairman of the Equal Opportunity Committee. He also served on Mayor Turner's Housing Transition Team. During this time, he established relationships with other housing groups to benefit the community regarding affordable housing.

English Session: Steps to Purchasing a Home

Candice Copes *Harris County CSD*



With over a decade of Residential Real Estate Sales experience catering to the 1st time homebuyer and Affordable Housing Market, Candice is passionate about educating consumers on the homebuying process. Candice places great importance on giving back to the underserved and minority populations through many community services efforts including serving as the Executive Director of There Is No Box Community Development Corporation (T.I.N.B). Candice enjoys and continues to go the extra mile to ensure that all individuals with dreams of home ownership can be made a reality.

Spanish Session: Introduction

Dana Mayberry-Johnson *Harris County*



CSD My background includes 20 years of Sales Experience in the Telecom and Real Estate Industry. I also have 9 Years of Project Management experience, managing billing system enhancement projects along with 5 years of Retail Store Management for a Wireless provider. I worked for 8 years as a small business owner of a Property Management firm. I am a veteran (reservist) serving 10 years in the Army. Currently I work as a Communication Specialist with the Public Information Office at Harris County CSD.

Spanish Session: The Harris County Housing Market

Mayra Guevara Bontemps



5th Ward Community Redevelopment Corp. Mayra Guevara Bontemps is a bilingual real estate, nonprofit and compliance management executive with over 20 years of experience in federally funded program design, development, financing, and management. She currently serves as the Chief Real Estate Officer at Fifth Ward Community Redevelopment Corporation and oversees single family, multifamily and commercial real estate development as well as HUD-Certified housing counseling services.

Spanish Session: Steps to Purchasing a Home

Liz Guevara Backman *Keller Williams*



With over 13 years of real estate experience, Liz Guevara Backman excels at understanding a client's true needs, even when they are a bit unsure themselves. Whether it be searching for their first home, deciding to purchase your 20th investment property, or selling their current home for top dollar, Liz has the knowledge, patience, and expertise to guide them through the process. Liz's goal is simple: to help her clients realize their real estate dreams.

MORE ABOUT THE PRESENTERS

English Session: Power of Credit Counseling

Moncy Hawkins *FIG Restoration*



Moncy Hawkins' desire to help those that didn't grow up with the luxuries of knowing about credit and finances drove her to launch FIG Restoration LLC, a boutique company that provides personal attention and affordable solutions to consumers and business owners. Moncy has helped many individuals with credit repair, credit counseling, financial education, and mindset motivation. Moncy is also a Board Certified Credit Consultant, FCRA Certified, a Board Member of Operation Love Outreach Ministry, Co-Chapter Leader of Promote-Her Houston, former Board Member of Women in Insurance and Financial Services (WIFS), & a SCORE Houston Presenter.

English Session: How to Choose Your Lender

Damon Sorrell *Academy Mortgage*



Damon Sorrell is a Native Houstonian who loves helping people. He grew up in the 5th ward area with extended family. Being in this environment taught him how to listen, understand and serve his community at a young age. Fast Forward to 2005 while working for AT&T he purchased his 1st home in Cypress using the Harris County DAP and it inspired him to follow his purpose to help people achieve the American dream of home ownership. In 2015, he was Loan Officer Assistant for Southwest Mortgage & Supreme Lending then becoming a Licensed Senior Loan Officer for Academy Mortgage in 2016. He has helped over 200+ families achieve the dream of home ownership and wants to do the same for you.

English Session: How to Choose a Realtor

Brittney Branch-Chargois *Braden Real Estate Group*



A pioneer in all that she does, Brittney continues to work in love and excellence with Braden Real Estate Group as the Training and Agent Development Coordinator. Braden Real Estate Group is a boutique brokerage centrally located in Downtown Houston that serves all of Harris, Montgomery, Chambers, Liberty, Brazoria, and Galveston counties. Brittney understands that purchasing real estate is not an easy task, and can be a life changing experience. Her goal is to service all of her clients with love, integrity, and excellence. AND, to have a little fun while doing so.

Spanish Session: Power of Credit Counseling

Sandylane Oquendo

5th Ward Community Redevelopment Corp.



Sandylane is a HUD Certified counselor and currently works as the Home Ownership Promotion & Preservation Program Manager with the Fifth Ward Community Redevelopment Corporation. This position allows her to serve beyond the uniform, by empowering low-to-moderate income families to increase their financial capabilities and achieve the American Dream of owning a home.

Spanish Session: How to Choose Your Lender

Joe Mata *Hometruster Mortgage*



Joe Mata has been a loan officer for over 20+ years in residential and various management levels of experience with Wells Fargo, Toshiba International and Sterling Capital. He presently serves on the Tejano Center Board for the past 8 years. Mata also serves as a board member, school board, treasurer, and chair of various committees. He is a member of Knights of Columbus as a 4th degree, he ushers at St. John Vianney Church, and volunteers at many church functions.

Spanish Session: How to Choose a Realtor

Klaus Hernandez *Klaus Investments*



Klaus Hernandez is co-president of Klaus Homes, LLC, a residential and commercial real estate company located in Houston, Texas. Klaus is a graduate of the University of Houston-Downtown, where he received a Bachelor's of Science in International Business as well as hold a real estate brokerage license certified from the state of Texas. A 21-year residential and commercial real estate industry veteran, he enthusiastically serves sellers, buyers and investors in their search for the home of their dreams or financial opportunities and investments.

MORE ABOUT THE PRESENTERS

English Session: Everyone Deserves a Safe Home

Maya Ford *MyHomelsHere.org*



Maya Ford is the Principal of FordMomentum!, a communications firm focused on cultural inclusion. FordMomentum! is conducting the My Home Is Here campaign. MHIH is a study conducted by Rice University's Kinder Institute for Urban Research that seeks to identify advanced ways to keep Harris County residents secure by creating plans for safe, affordable housing. FM! encourages residents to see themselves as assets to their communities, reminding us that change isn't someone else's job. The method that drives FM!'s work, the Standard of LOVE (STOLO), consists of 5 key pillars: Literacy, Values, Self-Esteem, Economic Power, and Justice. How we explain ourselves helps us create safe shelter for communities to communicate their own views without the boundaries of what society says they must be. Take the survey at MyHomelsHere.org.

English Session: Intro to County Homebuyer Programs

Richelle Sayles Henderson *Harris County CSD*



Richelle Sayles Henderson, Assistant Director of Housing Programs for Harris County Community Services Department, is a 20-year real estate professional with a diverse background in single family residential real estate sales, multi-family acquisition and disposition, property management and development of active adult communities. Henderson has a diverse consulting background in Disaster Housing with a track record of management and implementation of disaster housing programs serving the Gulf Coast Region for Hurricane events Katrina, Rita, Ike and Harvey in Harris County, the City of Galveston, New Orleans and 41 states across the nation. Richelle is a compassionate & collaborative real estate broker that enjoys helping home buyers Foresee Better Living.

English Session: Down Payment Assistance Program

Douglas Croffitt *Harris County CSD*

Douglas N. Croffitt currently serves as Lending Manager for Harris County Community Services Department. Mr. Croffitt is responsible for managing activities and programs affiliated with direct housing grant and loan assistance for the Downpayment Assistance Program and Home Repair Program.

Spanish Session: Everyone Deserves a Safe Home

Dr. Pamela Hernandez *MyHomelsHere.org*



Dr. Pamela Hernandez provides expertise in qualitative research methods, such as interviews, focus groups and action-based research to reach a holistic understanding of a problem, issue or question. She is a lead Project Manager and Trainer for the My Home Is Here campaign, a study conducted by Rice University's Kinder Institute for Urban Research that studies housing access, affordability, and infrastructure through 2030. Dr. Hernandez has over 13 years experience in multiculturalism, including Latinas in higher education, Latino leadership development theory and practice and undocumented student access to education and their success.

Spanish Session: Intro to County Homebuyer Programs

Maria Verdeja *Harris County CSD*



Maria graduated with a Master's in Social Work from the University of Houston Graduate College of Social Work in 1988. She has over 30 years of experience in the field of social work and has worked with vulnerable populations in the psychiatric field as a clinical social worker for most of her career, many of whom were homeless or had significant anxiety related to housing insecurity. Maria currently works with Harris County Community Services Office of Social Services as Assistant Director and has partnered with Judge Brown in creating the Eviction Prevention Program. She is very interested in best practices around eviction prevention to decrease the incidence of eviction in our community.

Spanish Session: Down Payment Assistance Program

Gracie Esquivel *Harris County CSD*



Gracie Esquivel serves as a loan assistant for the Harris County Department of Community Services. Ms. Esquivel is responsible for determining a potential applicant's eligibility for the Adjusted Payment Assistance Program. Ms. Esquivel has over 20 years of experience in the mortgage banking industry with a focus on loan origination for low to moderate and first time home buyers.

MORE ABOUT THE PRESENTERS

English Session: Tx. Dept. of Housing & Community Affairs

Lisa Johnson *TDHCA*



Lisa Johnson joined TDHCA in the Housing Trust Fund Department in 2017 administering State and Federal Down payment assistance programs for the Texas Bootstrap Program, Bond Finance and NSP Neighborhood Stabilization Programs and most recently a member of, the Texas Homebuyer Program Team. Down payment assistance, credit counseling and overall buyer and seller education are an integral part of the important work of the Texas Homebuyer Team.

English Session: Neighborhood Stabilization Program

Armyr Freedson *Harris County*



Armyr is a Houston native and a proud graduate of University of Texas, Austin. Armyr strives to incorporate his communications degree with his background as a realtor in his position as a Housing Analyst. Armyr brings experience, a strong work ethic and a perseverance to get complicated projects done efficiently. Prior to his transition into the public sector, Armyr had more than 30 years' experience in the pharmaceutical and health industry. Armyr is dedicated to contributing his skills to help provide better services to the county and communities within Harris County.

English Session: Single Family New Construction

Jenn Garrett *Harris County*



As the Manager for the Single Family New Construction Program, Jenn is grateful for the opportunity to promote the development of affordable housing throughout Harris County. With a background in social work and having previously worked for an affordable housing organization, she has come to understand that sustainable homeownership can be vital to the well-being of families and their communities. She looks forward to the next few years in which hundreds of families will be served through this program and will have a home to call their own.

Spanish Session: Single Family New Construction

Leticia Coronado *Harris County CSD*



Leticia Coronado started with Harris County Community Services two years ago and is the Administrative Assistant for the Harris County Department of home development and special initiatives. In her department, she helps with the construction of multiple families. Having lived in an affordable rental apartment before, she understands the need for families with 80% of AMI's income. She is proud to help others, and she feels great to be giving back to the community. Leticia is always available for any help.

Spanish Session: Harris County Community Land Trust

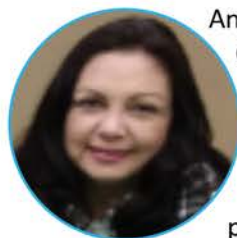
Michael Brown *Burlington Associates in Community Development*



Michael Brown is a Partner in Burlington Associates in Community Development, the premier provider of technical assistance to community land trusts (CLTs) and their public sector, private sector, and community partners across the country. Michael helped establish one of the first community land trusts in the country in the early 1980's, served as the co-director of the Institute for Community Economics, and has been involved with community land trusts and other shared-equity initiatives ever since. Additionally, Michael's work has included building financial and political support from local and state governments and national funders and intermediaries, as well working with local lenders and national institutions (including Fannie Mae and FHA) to secure mortgage financing commitments for qualified buyers of CLT homes. Michael lives with his life partner in Bozeman, Montana.

Spanish Session: County Community Land Trust, Q & A

Anna Hinojosa *Harris County CSD*



Anna began her career with Harris County over 17 years ago. She started off as an intake specialist with the housing authority and quickly moved up the ranks. Her primary focus has been working with vulnerable populations. Currently she is working with the Harris County Community Services Department where she lends her expertise in coordinating the Section 3 Program which fosters economic development and requires that projects funded by HUD provides job training and contracting opportunity to low income residents and local business.

MORE ABOUT THE PRESENTERS

English Session: Harris County Community Land Trust

Rene Martinez *Harris County CSD*

Rene Martinez is an Assistant Director with the Housing Development & Special Initiatives Division of the Harris County Community Services Department. In that capacity he leads mixed-income rental housing development for the department. His areas of expertise are community and economic development, non-profit management, public finance, and housing development & finance, including the underwriting of over \$200M in loans/bonds for capital projects, economic development, and housing projects. Rene is a former leader of the City of Houston Planning & Development Department Economic Development & Revitalization Division, where he led the city's tax increment reinvestment zone program, economic incentives program, and federal and state economic development grant programs.

CONTACT US TO TALK MORE

We're sure you have questions and concerns about the real estate process.

We'd love to talk with you about what you read here and programs that interest you and help you on the path to buying your new home. Contact information for each of the programs is provided for your convenience. We look forward to working with you.



HOUSING PROGRAMS

Harris County
Community Services Department
Houston, Texas

<https://housingandcommunityresources.net>
(832) 927-4955

